## **Deloitte.**



### Lion Danmark I ApS

Elsenbakken 37 3600 Frederikssund CVR No. 36026642

### Annual report 2021

The Annual General Meeting adopted the annual report on 10.03.2022

Kenneth Tjørnelunde Borup Chairman of the General Meeting

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## **Entity details**

#### Entity

Lion Danmark I ApS Elsenbakken 37 3600 Frederikssund

Business Registration No.: 36026642 Date of foundation: 01.07.2014 Registered office: Frederikssund Financial year: 01.01.2021 - 31.12.2021

#### **Board of Directors**

Johanne Christiane Frazer Riegels Østergård Morten Strømsted Peter Korsholm, formand

#### **Executive Board**

Kenneth Tjørnelunde Borup, adm. dir.

#### **Auditors**

Deloitte Statsautoriseret Revisionspartnerselskab Weidekampsgade 6 2300 Copenhagen S

## Statement by Management on the annual report

The Board of Directors and the Executive Board have today considered and approved the annual report of Lion Danmark I ApS for the financial year 01.01.2021 - 31.12.2021.

The annual report is presented in accordance with the Danish Financial Statements Act.

In our opinion, the consolidated financial statements and the parent financial statements give a true and fair view of the Group's and the Parent's financial position at 31.12.2021 and of the results of their operations and the consolidated cash flows for the financial year 01.01.2021 - 31.12.2021.

We believe that the management commentary contains a fair review of the affairs and conditions referred to therein.

We recommend the annual report for adoption at the Annual General Meeting.

Frederikssund, 10.03.2022

**Executive Board** 

Kenneth Tjørnelunde Borup adm. dir.

**Board of Directors** 

Johanne Christiane Frazer Riegels Østergård Morten Strømsted

Peter Korsholm formand

### Independent auditor's report

#### To the shareholders of Lion Danmark I ApS

#### Opinion

We have audited the consolidated financial statements and the parent financial statements of Lion Danmark I ApS for the financial year 01.01.2021 - 31.12.2021, which comprise the income statement, balance sheet, statement of changes in equity and notes, including a summary of significant accounting policies, for the Group as well as the Parent, and the consolidated cash flow statement. The consolidated financial statements and the parent financial statements are prepared in accordance with the Danish Financial Statements Act.

In our opinion, the consolidated financial statements and the parent financial statements give a true and fair view of the Group's and the Parent's financial position at 31.12.2021 and of the results of their operations and the consolidated cash flows for the financial year 01.01.2021 - 31.12.2021 in accordance with the Danish Financial Statements Act.

#### **Basis for opinion**

We conducted our audit in accordance with International Standards on Auditing (ISAs) and additional requirements applicable in Denmark. Our responsibilities under those standards and requirements are further described in the "Auditor's responsibilities for the audit of the consolidated financial statements and the parent financial statements" section of this auditor's report. We are independent of the Group in accordance with the International Ethics Standards Board for Accountants' International Code of Ethics for Professional Accountants (IESBA Code) and the additional ethical requirements applicable in Denmark, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the IESBA Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Management's responsibilities for the consolidated financial statements and the parent financial statements

Management is responsible for the preparation of consolidated financial statements and parent financial statements that give a true and fair view in accordance with the Danish Financial Statements Act, and for such internal control as Management determines is necessary to enable the preparation of consolidated financial statements and parent financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements and the parent financial statements, Management is responsible for assessing the Group's and the Entity's ability to continue as a going concern, for disclosing, as applicable, matters related to going concern, and for using the going concern basis of accounting in preparing the consolidated financial statements and the parent financial statements unless Management either intends to liquidate the Entity or to cease operations, or has no realistic alternative but to do so.

### Auditor's responsibilities for the audit of the consolidated financial statements and the parent financial statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements and the parent financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs and the additional requirements applicable in

Denmark will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements and parent financial statements.

As part of an audit conducted in accordance with ISAs and the additional requirements applicable in Denmark, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements and the parent financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's and the Entity's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by Management.
- Conclude on the appropriateness of Management's use of the going concern basis of accounting in
  preparing the consolidated financial statements and the parent financial statements, and, based on the audit
  evidence obtained, whether a material uncertainty exists related to events or conditions that may cast
  significant doubt on the Group's and the Entity's ability to continue as a going concern. If we conclude that a
  material uncertainty exists, we are required to draw attention in our auditor's report to the related
  disclosures in the consolidated financial statements and the parent financial statements or, if such
  disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence
  obtained up to the date of our auditor's report. However, future events or conditions may cause the
  Group and the Entity to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements and the parent financial statements, including the disclosures in the notes, and whether the consolidated financial statements and the parent financial statements represent the underlying transactions and events in a manner that gives a true and fair view.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

#### Statement on the management commentary

Management is responsible for the management commentary.

Our opinion on the consolidated financial statements and the parent financial statements does not cover the management commentary, and we do not express any form of assurance conclusion thereon.

In connection with our audit of the consolidated financial statements and the parent financial statements, our responsibility is to read the management commentary and, in doing so, consider whether the management commentary is materially inconsistent with the consolidated financial statements and the parent financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated.

Moreover, it is our responsibility to consider whether the management commentary provides the information required under the Danish Financial Statements Act.

Based on the work we have performed, we conclude that the management commentary is in accordance with the consolidated financial statements and the parent financial statements and has been prepared in accordance with the requirements of the Danish Financial Statements Act. We did not identify any material misstatement of the management commentary.

Copenhagen, 10.03.2022

#### **Deloitte** Statsautoriseret Revisionspartnerselskab CVR No. 33963556

#### **Eskild Nørregaard Jakobsen** State Authorised Public Accountant Identification No (MNE) mne11681

**Christian Dahlstrøm** State Authorised Public Accountant Identification No (MNE) mne35660

### **Management commentary**

#### **Financial highlights**

	2021	2020	2019	2018	2017
	DKK'000	DKK'000	DKK'000	DKK'000	DKK'000
Key figures					
Revenue	926,984	755,134	542,201	522,353	485,150
Gross profit/loss	168,573	165,729	106,650	114,003	103,395
EBITDA (adjusted)	87,414	87,134	44,889	55,680	49,032
Operating profit/loss	52,332	61,054	20,015	36,545	36,038
Net financials	(4,970)	(5,128)	(3,998)	(3,941)	(5,014)
Profit/loss for the year	35,198	42,169	10,616	23,603	22,863
Balance sheet total	361,373	298,960	281,630	286,732	286,301
Investments in property, plant and equipment	2,617	1,313	2,395	595	2,129
Equity	73,756	88,661	46,492	110,876	87,273
Ratios					
Gross margin (%)	18.19	21.95	19.67	21.82	21.31
Net margin (%)	3.80	5.58	1.96	4.52	4.71
Return on equity (%)	43.34	62.40	13.49	23.82	27.67
Equity ratio (%)	20.41	29.66	16.51	38.67	30.48

Financial highlights are defined and calculated in accordance with the current version of "Recommendations & Ratios" issued by the CFA Society Denmark.

#### Gross margin (%):

<u>Gross profit/loss \* 100</u> Revenue

**Net margin (%):** <u>Profit/loss for the year \* 100</u> Revenue

**Return on equity (%):** <u>Profit/loss for the year \* 100</u> Average equity

**Equity ratio (%):** <u>Equity \* 100</u> Balance sheet total

EBITDA: Operating profit + depreciation, amortization and impairment losses excl. other operating expenses

#### **Primary activities**

The Group provides office equipment, office technology, furniture and accessories via web sales throughout the country.

#### **Development in activities and finances**

The Group's revenue in 2021 amounts to DKK 927 million, which corresponds to an increase of 22,76% compared to the revenue in 2020.

Earnings Before Interest, Taxes, Depreciation and Amortisation excl. other operating expenses (EBITDA adjusted) amounted to DKK 87,4 million compared to DKK 87,1 million in 2020. Result after tax amounted to DKK 35,2 million compared to DKK 42,2 million in 2020.

#### Profit/loss for the year in relation to expected developments

In a year with extremely difficult supply/freight conditions globally, the profit of the year exceeds our expectations.

#### Outlook

For 2022, The Group expects an increase in revenue, and net result after tax in line with 2021, however this cannot be substantiated by specific percentage at this time.

#### Statutory report on corporate social responsibility

A statement regarding the Company's policies, actions and results within matters relating to CSR appears from the annual report of the ultimate Parent, Lion Danmark I ApS.

The Group has an on-going focus on its CSR policy including clear visions on environmental and climate protection and human rights. The Group has identified the following risks as the most relevant based on our business model:

**Human rights:** Risk of not providing equal opportunity disregarding sex, gender and religion towards employees and business partners. If the risk materializes, this could impact our reputation and our ability to attract and retain employees.

**Social/employee matters:** Risk of not behaving in an ethical manner in general across the entire organization, risk of not putting enough effort into engaging with the local community, and risk of not providing proper work conditions for the employees of the company. If the risk materializes, this could impact our ability to attract and retain employees.

**Environment:** Risk of not having sufficient green alternatives in product assortment, and risk of not improving satisfactory on carbon footprint on the company premises including warehouse facilities. If the risk materializes, this may impact the local environment.

**Anti-corruption:** Risk of not being compliant with anti-corruption rules when having transactions with partners in various countries. If the risk materializes, this could impact our reputation and lead to criticism from stakeholders. The Group takes the CSR policy very seriously, and has clear ambitions and strategy for the efforts within. The concrete efforts and strategy of the Group are explained in details below.

#### **Environment:**

The overall strategy is year by year to take various actions, which will have positive effects on climate and

environment in general. Earlier LED lighting was implemented in the entire warehouse, which has reduced CO2 emission, and the use of plastic bottles for own consumption of water was cancelled and replaced by durable bottles for each employee. During 2020 the consumption of plastic was further diminished through various actions connected to internal cleaning of the premises. These actions are recent examples, which support the strategy. We have been very satisfied with the 2021 results, especially concerning CO2 emission.

#### Social/employee matters & human rights:

The Group also works very focused with social- and employee matters. Specific objectives have been defined in a number of relevant areas. It is our company policy to secure diversity in aspects such as gender, education, and work experience. As part of the yearly strategy planning, the constitution of the board- and management layers are discussed. This aspect is also an integrated part of both the recruitment processes and the daily work. We believe in equal opportunity disregarding sex, gender and religion etc., and integrate this belief in all aspects of our daily business. Our policy is to treat customers, suppliers, employees and all other business partners professionally, with respect and with high level of ethical standards. This means also that we accept no disrespect to rules, laws and agreements hereunder also corruption, and that potential breaks will not be accepted. We have implemented strong business controls and standards, which should also serve to prevent any misconduct. We have not experienced any incidents of misconduct in 2021.

The Group pays great attention to creating a strong and motivating company culture. We believe that strong culture and strong leadership are the foundation for securing continued growth in our company. In this perspective, we work with various objectives, which support employee growth and development and, at the same time, create a fun and interesting workplace. We believe that the continuous efforts in 2021 in this area has resulted in the Group maintaining its position as an attractive workplace.

#### Anti-corruption:

The Group pays high attention to securing high ethical standards across the entire organization. This also implies strong focus on always dealing at arms lengths principles and staying within the boundaries of laws and regulations in all countries which we have transactions within. In areas such as bribe, fraud and money laundering there is a zero acceptance policy within the Group. The entire organization is well aware the company's policy in this area. We have designed our business procedures to support the overall strategy in the above mentioned areas. As an example of this, we have very clear procedure for the entire recruitment process, which secures equal portunity for all applicants, and which seeks to encourage diversity. The Group evaluates the results of the efforts on an on-going basis. We will continue our focus on implementing various improvements year by year, and evaluation of results will continuously be made during strategy/management meetings.

#### CSR-report (from 2022)

The company has decided to increase the focus on CSR even further. Therefore, the preparations for a detailed CSR-report have been carried out during the last part of 2021 and the work will continue into 2022.

#### Statutory report on data etichs policy

#### Introduction

Integrity and transparency are two key factors at Lomax A/S. We strive to comply with all requirements, including section 99d of the Danish Financial Statements Act governing data ethics. However, our attention is focused on the fact that legislation does not necessarily always follow technological developments. As a company, we have a responsibility to act ethically in data collection and data use, both in our customers' and own interests. The data ethics policy aims to account for the data collection and data use of Lomax A/S. The data ethics policy is supplemented by Lomax's personal data policy, which is available on Lomax.dk and to all Lomax employees.

#### Data overview

Lomax uses private customer and business customer information to manage marketing, invoicing, tendering, etc, including names, addresses and email addresses. Lomax also uses staff information of a more personal nature for recruitment, payment of salaries, wages, and similar payments. Lomax collects data directly from customers, business partners and staff. It is important to point out that Lomax does not own the stored customer data.

#### Data storage

Data is stored on servers in Denmark. Some personal data are handled by a third party (data processor) who keeps and processes personal data on behalf of Lomax A/S following this data ethics policy and the applicable data protection legislation. Data is stored in an active customer relationship as long as necessary to provide the best service. If the customer relationship is interrupted, data is kept for up to two years, depending on the nature of the data. For example, email addresses used for marketing are deleted or automatically retained based on customer behaviour – if marketing emails are not opened, data is automatically deleted after six months.

Customers can request access to or deletion of their personal data at any time. According to other legislation (the Danish Bookkeeping Act and the Danish Anti-Money Laundering Act), all transactional data, including contact and

company information, is kept for five years.

#### Use of data

• For logging on to the website. By default, phone numbers are used for logging in and searching for addresses. If this option is unwanted, the customer can contact customer service and request that only username and password be used for logging in.

- For personalising customer experience in emails and on the website through personalised recommendations based on purchase history.
- For improving www.lomax.dk and marketing material from Lomax A/S.
- For serving customers better when contacting customer service.
- For managing competitions, customer surveys, etc.
- For being able to handle customer orders as quickly as possible.
- For delivering goods.
- For gathering product and Trustpilot reviews.
- For following-up on inquiries.
- For general marketing.
- For recruitment and employment.

Lomax does not purchase or resell customer data or any other data to third parties.

#### **Data processing**

Lomax A/S collects only the personal data necessary to provide a service or deliver a product, market services and products, or process queries.

Lomax A/S does not purchase personal data from third parties.

Lomax A/S uses DIBS for handling online payment card transactions and does not store details about payment cards. However, by invoice payment, invoicing and banking details are kept following applicable laws in this area, including the Danish Anti-Money Laundering Act and the Danish Bookkeeping Act.

The Lomax website is continuously scanned for security breaches and weaknesses to exclude potential data leaks

as quickly as possible and thereby make our website as secure as possible. Similarly, we regularly check the website for malware.

Personal data is stored on secured networks and can only be accessed by a limited number of employees with rights to this type of data. These employees are also subject to Lomax's internal personal data policy, which ensures rights and compliance with applicable laws in this area.

In addition to the above, all sensitive data and payment details are processed using encrypted servers that cannot be accessed from the outside. Payment card details are processed by DIBS and cannot be accessed by either Lomax A/S or DIBS employees. These transactions are not stored on internal servers and are not processed at any time by Lomax A/S.

Lomax takes security breaches and data leaks very seriously. For example, suppose a data leak is suspected from

internal servers at Lomax A/S or external partners. In that case, several measures will be launched to ensure the

best possible security for our customers and users.

These measures include identifying the potential damage, notifying potentially affected customers and users, notifying the Danish Data Protection Agency, and actions trying to contain the extent of the damage.

If Lomax suspects a data leak from Lomax A/S or its external partners, all involved, including the user, will be informed within 72 hours. If you suspect that data has been leaked from Lomax A/S, you can always contact Lomax.

#### New technologies

In connection with the purchase and implementation of new technologies, the head of IT at Lomax will be involved at all times to ensure that IT security is as good as possible and complies with other Lomax codes of practice. Similarly, the manager in charge of GDPR will be involved when implementing new systems that will contain sensitive personal data to ensure an adequately high level of security in data management.

#### **Responsibility and follow-up**

This policy applies to all executives and employees at Lomax. Executives have a special responsibility to lead the way as a good example and ensure that all employees know and comply with the policy. In situations requiring extraordinary focus on data ethics, the head of IT and the manager in charge of GDPR at Lomax will be available. Lomax prioritises employees to be well-informed about data ethics, data security, and proper handling of personal data. Consequently, the employees are regularly informed about data management, either if a need arises or if the employee so wishes.

#### 2021 results

In 2021, we have continued our internal focus on educating and informing employees about current rules and processes. Employees are also informed on an ongoing basis when there is a need to adjust behavior and processes.

In 2021, we have not had any data breaches involving personal data.

#### Statutory report on the underrepresented gender

It is our company policy to hire employees on the basis of their professional qualifications, regardless of sex, age, religion and nationality. At the same time, Lomax also seeks to achieve a good gender balance, both at Management level and in the operating positions of the Company. We believe that our terms of employment provides equal opportunities for employees in managing positions of both gender. More specifically, we encourage our employees with management ambitions and talent, regardless of gender, to take on managerial tasks, and we support their development without gender bias. We are also conscious of using gender-neutral language in our job advertisements. In the coming years, we will follow the gender balance in the management levels and consider the need for further specific initiatives in this area.

Currently, our Board of Directors constitutes three members, of which one is a woman. We have thereby fulfilled our goal from previous years of having at least one female member of the board by end of 2019.

#### Events after the balance sheet date

No events have occurred after the balance sheet date to this date which would influence the evaluation of this annual report.

# Consolidated income statement for 2021

		2021	2020
	Notes	DKK	DKK
Revenue	2	926,984,087	755,134,239
Cost of sales		(603,214,898)	(458,998,818)
Other external expenses	3	(155,196,287)	(130,406,590)
Gross profit/loss		168,572,902	165,728,831
Staff costs	4	(81,158,439)	(78,594,427)
Depreciation, amortisation and impairment losses	5	(26,440,000)	(23,347,590)
Other operating expenses	6	(8,642,087)	(2,732,886)
Operating profit/loss		52,332,376	61,053,928
Other financial income	7	294,432	213,449
Other financial expenses	8	(5,264,372)	(5,341,025)
Profit/loss before tax		47,362,436	55,926,352
Tax on profit/loss for the year	9	(12,164,260)	(13,757,189)
Profit/loss for the year	10	35,198,176	42,169,163

## Consolidated balance sheet at 31.12.2021

#### Assets

	Notes	2021 DKK	2020 DKK
Completed development projects	12	38,493,875	45,409,742
Acquired trademarks	12	339,474	398,411
Goodwill		88,746,580	95,871,650
	12	00,740,500	020,178,226
Development projects in progress Intangible assets	12	127,579,929	141,679,803
		127,579,929	141,079,805
Land and buildings		34,040,669	37,531,292
Other fixtures and fittings, tools and equipment		4,655,840	954,084
Leasehold improvements		181,867	C
Property, plant and equipment	13	38,878,376	38,485,376
Fixed assets		166,458,305	180,165,179
Manufactured goods and goods for resale		82,642,346	55,535,754
Prepayments for goods		14,604,568	7,042,750
Inventories		97,246,914	62,578,504
Trade receivables		71,274,287	40,436,651
Other receivables		20,963,805	12,535,619
Tax receivable		0	922,299
Prepayments	14	3,640,166	1,864,608
Receivables		95,878,258	55,759,177
Cash		1,789,459	457,593
Current assets		194,914,631	118,795,274
Assets		361,372,936	298,960,453

#### **Equity and liabilities**

		2021	2020
	Notes	DKK	DKK
Contributed capital		100,740	100,740
Retained earnings		73,655,381	88,560,261
Equity		73,756,121	88,661,001
Deferred tax	15	10,963,000	11,637,000
Provisions		10,963,000	11,637,000
Bank loans		116,788,452	63,717,544
Non-current liabilities other than provisions	16	116,788,452	63,717,544
Bank loans		31,553,314	30,000,000
Trade payables		85,816,038	72,093,976
Tax payable		9,909,557	0
Other payables		32,586,454	32,825,855
Deferred income	17	0	25,077
Current liabilities other than provisions		159,865,363	134,944,908
Liabilities other than provisions		276,653,815	198,662,452
Equity and liabilities		361,372,936	298,960,453
Events after the balance sheet date	1		
Transactions with related parties	19		
Subsidiaries	20		

# Consolidated statement of changes in equity for 2021

	Contributed capital DKK	Retained earnings DKK	Proposed extraordinary dividend DKK	Total DKK
Equity beginning of year	100,740	88,560,261	0	88,661,001
Extraordinary dividend paid	0	0	(50,000,000)	(50,000,000)
Transfer to reserves	0	(103,056)	0	(103,056)
Profit/loss for the year	0	(14,801,824)	50,000,000	35,198,176
Equity end of year	100,740	73,655,381	0	73,756,121

Transfer to reserves relates to merger of Lion Management Invest ApS and Lion Danmark I.

# Consolidated cash flow statement for 2021

	Notes	2021 DKK	2020 DKK
Operating profit/loss		52,332,376	61,053,928
Amortisation, depreciation and impairment losses		26,440,000	23,332,815
Working capital changes	18	(60,771,400)	23,362,975
Cash flow from ordinary operating activities		18,000,976	107,749,718
Financial income received		294,437	213,449
Financial expenses paid		(5,320,866)	(5,341,025)
Taxes refunded/(paid)		(2,076,484)	(18,124,858)
Cash flows from operating activities		10,898,063	84,497,284
Acquisition etc. of intangible assets		(10,228,003)	(13,243,764)
Acquisition etc. of property, plant and equipment		(2,617,065)	(1,313,189)
Cash flows from investing activities		(12,845,068)	(14,556,953)
Free cash flows generated from operations and investments before financing		(1,947,005)	69,940,331
Dividend paid		(50,000,000)	0
Cash flows from financing activities		(50,000,000)	0
Increase/decrease in cash and cash equivalents		(51,947,005)	69,940,331
Cash and cash equivalents beginning of year		(93,259,949)	(163,200,280)
Cash and cash equivalents end of year		(145,206,954)	(93,259,949)
Cash and cash equivalents at year-end are composed of:			
Cash		1,789,459	457,593
		,,	,
Short-term bank loans		(146,996,413)	(93,717,542)

## Notes to consolidated financial statements

#### 1 Events after the balance sheet date

No events have occurred after the balance sheet date to this date which would influence the evaluation of this annual report.

#### 2 Revenue

Revenue distributed into activities and geographic markets are omitted in the financial statements since the Group has it's primary revenue in Denmark in according to the Danish Financial Statements Act, section 96.

#### 3 Fees to the auditor appointed by the Annual General Meeting

	2021	2020
	DKK	DKK
Statutory audit services	215,000	190,000
Tax services	35,000	32,500
Other services	250,000	193,000
	500,000	415,500

#### 4 Staff costs

	2021 DKK	2020
		DKK
Wages and salaries	76,462,514	73,719,995
Pension costs	1,380,096	1,097,433
Other social security costs	1,232,051	1,587,512
Other staff costs	2,083,778	2,189,487
	81,158,439	78,594,427
Average number of full-time employees	169	154

Pursuant to the Danish Financial Statements Act, section 98 B (3 no 2), remuneration of the Company's Management has not been disclosed.

The Group has implemented a warrant incentive program for the Management team. Warrants will be granted on a yearly basis during a four-year period. Warrants entitle the Management team to buy one share in the Company per warrant at a pre-agreed price.

The Group has not incurred any costs relating to the value of the warrant incentive program.

#### 5 Depreciation, amortisation and impairment losses

	2021 DKK	2020 DKK
Amortisation of intangible assets	24,327,877	21,323,055
Depreciation on property, plant and equipment	2,172,040	2,024,535
Profit/loss from sale of intangible assets and property, plant and equipment	(59,917)	0
	26,440,000	23,347,590

#### **6** Other operating expenses

Other operating expenses consist of other external costs of a non-recurring nature.

#### 7 Other financial income

	2021	2020
	DKK	DKK
Other financial income	294,432	213,449
	294,432	213,449

#### 8 Other financial expenses

	2021	2020
	DKK	DKK
Other financial expenses	5,264,372	5,341,025
	5,264,372	5,341,025

#### 9 Tax on profit/loss for the year

	2021	2020
	DKK	DKK
Current tax	12,838,260	13,866,189
Change in deferred tax	(674,000)	(109,000)
	12,164,260	13,757,189

#### 10 Proposed distribution of profit/loss

	2021	2020
	DKK	DKK
Extraordinary dividend distributed in the financial year	50,000,000	0
Retained earnings	(14,801,824)	42,169,163
	35,198,176	42,169,163

#### **11 Intangible assets**

	Completed development	Acquired		Development projects in
	projects	trademarks	Goodwill	progress
	DKK	DKK	DKK	DKK
Cost beginning of year	81,435,958	413,189	142,209,605	0
Transfers	10,228,003	0	0	(10,228,003)
Additions	0	0	0	10,228,003
Cost end of year	91,663,961	413,189	142,209,605	0
Amortisation and impairment losses beginning of year	(36,026,216)	(14,778)	(46,337,955)	0
Amortisation for the year	(17,143,870)	(58,937)	(7,125,070)	0
Amortisation and impairment losses end of year	(53,170,086)	(73,715)	(53,463,025)	0
Carrying amount end of year	38,493,875	339,474	88,746,580	0

#### **12 Development projects**

Lomax's development projects relate to homepage and ERP-systems. The projects contribute to improving processes in the Company and are therefore capitalized.

#### 13 Property, plant and equipment

	Land and buildings DKK	tools and equipment DKK	Leasehold improvements DKK
Cost beginning of year	35,435,111	35,275,113	0
Additions	0	1,493,623	1,123,422
Disposals	0	(675,272)	0
Cost end of year	35,435,111	36,093,464	1,123,422
Depreciation and impairment losses beginning of year	(697,221)	(31,511,548)	0
Depreciation for the year	(697,221)	(533,264)	(941,555)
Reversal regarding disposals	0	607,188	0
Depreciation and impairment losses end of year	(1,394,442)	(31,437,624)	(941,555)
Carrying amount end of year	34,040,669	4,655,840	181,867

#### **14 Prepayments**

Deferred income consists of invoices where the risk has not been transferred to the customer.

#### **15 Deferred tax**

	2021	2020
Changes during the year	DKK	DKK
Beginning of year	11,637,000	11,757,000
Recognised in the income statement	(674,000)	(120,000)
End of year	10,963,000	11,637,000

Deferred tax relates to intangible assets, property, plant and equipment, inventories and other provisions.

#### 16 Non-current liabilities other than provisions

Bank loans due after five years amount to DKK 11,654,830 as at December 2021. The Group has pledged the Group's intangible assets, tangible assets, inventory, and receivables as security for the loan agreement.

#### **17 Deferred income**

Deferred income comprises income received for recognition in subsequent financial years. Deferred income is measured at cost.

#### 18 Changes in working capital

	2021	2020
	DKK	DKK
Increase/decrease in inventories	(34,668,411)	(10,117,145)
Increase/decrease in receivables	(39,275,822)	(14,602,548)
Increase/decrease in trade payables etc.	13,722,062	34,327,243
Other changes	(549,229)	13,755,425
	(60,771,400)	23,362,975

#### 19 Non-arm's length related party transactions

Only non-arm's length related party transactions are disclosed in the annual report. No such transactions were conducted during the financial year.

#### **20 Subsidiaries**

		Corporate	Ownership
	Registered in	form	%
Lion Danmark I ApS	Frederikssund	ApS	100
Lion Danmark 2019 ApS	Frederikssund	ApS	100
Lomax A/S	Frederikssund	ApS	100
Lomax AB	Helsingborg	AB	100

## Parent income statement for 2021

		2021	2020
	Notes	DKK	DKK
Other external expenses		(34,330)	(13,471)
Gross profit/loss		(34,330)	(13,471)
Other operating expenses	6	(276,153)	0
Operating profit/loss		(310,483)	(13,471)
Income from investments in group enterprises		35,536,289	42,224,957
Other financial income	2	0	42,925
Other financial expenses	3	(185,292)	(101,266)
Profit/loss before tax		35,040,514	42,153,145
Tax on profit/loss for the year	4	157,662	16,019
Profit/loss for the year	5	35,198,176	42,169,164

## Parent balance sheet at 31.12.2021

#### Assets

	2021	2020
Notes	DKK	DKK
	64,781,832	79,245,545
6	64,781,832	79,245,545
	64,781,832	79,245,545
	7,273,498	13,144,834
	3,083,070	13,960,602
	10,356,568	27,105,436
	372	0
	10,356,940	27,105,436
	75,138,772	106,350,981
		Notes         DKK           64,781,832         64,781,832           64,781,832         64,781,832           64,781,832         7,273,498           3,083,070         3,083,070           10,356,568         372

#### **Equity and liabilities**

	2021	2020
Notes	DKK	DKK
	100,740	100,740
	73,655,381	88,560,262
	73,756,121	88,661,002
	0	231
	1,342,653	17,649,751
	39,998	39,997
	1,382,651	17,689,979
	1,382,651	17,689,979
	75,138,772	106,350,981
7		
8		
	7	Notes         DKK           100,740         73,655,381           73,756,121         73,756,121           0         1,342,653           39,998         39,998           1,382,651         1,382,651           75,138,772         7

## Parent statement of changes in equity for 2021

	Contributed capital DKK	Retained earnings DKK	Proposed extraordinary dividend DKK	Total DKK
Equity beginning of year	100,740	88,560,261	0	88,661,001
Extraordinary dividend paid	0	0	(50,000,000)	(50,000,000)
Transfer to reserves	0	(103,056)	0	(103,056)
Profit/loss for the year	0	(14,801,824)	50,000,000	35,198,176
Equity end of year	100,740	73,655,381	0	73,756,121

The share capital consists of 100,740 shares of a nominal value of DKK 1. No shares carry any special rights.

Transfer to reserves relates to merger of Lion Management Invest ApS and Lion Danmark I.

## Notes to parent financial statements

#### **1** Other operating expenses

Other operating expenses consist of other external costs of a non-recurring nature.

#### 2 Other financial income

	2021	2020
	DKK	DKK
Other financial income	0	42,925
	0	42,925
3 Other financial expenses		
	2021	2020
	DKK	DKK
Financial expenses from group enterprises	180,938	101,266
Other financial expenses	4,354	0
	185,292	101,266
4 Tax on profit/loss for the year		
	2021	2020
	DKK	DKK
Current tax	(157,662)	(16,019)
	(157,662)	(16,019)
5 Proposed distribution of profit and loss		
	2021	2020
	DKK	DKK
Extraordinary dividend distributed in the financial year	50,000,000	0
Retained earnings	(14,801,824)	42,169,164
	35,198,176	42,169,164

#### **6 Financial assets**

	Investments in group enterprises DKK
Cost beginning of year	110,040,000
Cost end of year	110,040,000
Revaluations beginning of year	(30,794,456)
Share of profit/loss for the year	35,536,288
Dividend	(50,000,000)
Revaluations end of year	(45,258,168)
Carrying amount end of year	64,781,832

A specification of investments in subsidiaries is evident from the notes to the consolidated financial statements.

#### 7 Contingent liabilities

The Entity serves as the administration company in a Danish joint taxation arrangement. According to the joint taxation provisions of the Danish Corporation Tax Act, the Entity is therefore liable for income taxes etc for the jointly taxed entities, and for obligations, if any, relating to the withholding of tax on interest, royalties and dividend for these entities.

#### 8 Assets charged and collateral

The Company has pledged the Company's investment in subsidiaries as security for the Group loan agreement.

### **Accounting policies**

#### **Reporting class**

This annual report has been presented in accordance with the provisions of the Danish Financial Statements Act governing reporting class C enterprises (large).

The accounting policies applied to these consolidated financial statements and parent financial statements are consistent with those applied last year.

#### **Recognition and measurement**

Assets are recognised in the balance sheet when it is probable as a result of a prior event that future economic benefits will flow to the Entity, and the value of the asset can be measured reliably.

Liabilities are recognised in the balance sheet when the Entity has a legal or constructive obligation as a result of a prior event, and it is probable that future economic benefits will flow out of the Entity, and the value of the liability can be measured reliably.

On initial recognition, assets and liabilities are measured at cost. Measurement subsequent to initial recognition is effected as described below for each financial statement item.

Anticipated risks and losses that arise before the time of presentation of the annual report and that confirm or invalidate affairs and conditions existing at the balance sheet date are considered at recognition and measurement.

Income is recognised in the income statement when earned, whereas costs are recognised by the amounts attributable to this financial year.

#### **Consolidated financial statements**

The consolidated financial statements comprise the Parent and the group enterprises (subsidiaries) that are controlled by the Parent. Control is achieved by the Parent, either directly or indirectly, holding more than 50% of the voting rights or in any other way possibly or actually exercising controlling influence. Enterprises in which the Group, directly or indirectly, holds between 20% and 50% of the voting rights and exercises significant, but not controlling influence, are regarded as associates.

#### **Basis of consolidation**

The consolidated financial statements are prepared on the basis of the financial statements of the Parent and its subsidiaries. The consolidated financial statements are prepared by combining uniform items. On consolidation, intra-group income and expenses, intra-group accounts and dividends as well as profits and losses on transactions between the consolidated enterprises are eliminated. The financial statements used for consolidation have been prepared applying the Group's accounting policies.

Subsidiaries' financial statement items are recognised in full in the consolidated financial statements. Minority interests' pro rata shares of the profit/loss and the net assets are disclosed as separate items in Management's proposal for the distribution of net profit/loss and equity, respectively.

Investments in subsidiaries are offset at the pro rata share of such subsidiaries' net assets at the takeover date,

with net assets having been calculated at fair value.

#### **Business combinations**

Newly acquired or newly established enterprises are recognised in the consolidated financial statements from the time of acquiring or establishing such enterprises. Divested or wound-up enterprises are recognised in the consolidated income statement up to the time of their divestment or winding-up.

#### Profits or losses from divestment of equity investments

Profits or losses from divestment or winding-up of subsidiaries are calculated as the difference between selling price or settlement price and the carrying amount of the net assets at the time of divestment or winding-up, inclusive of non-amortised goodwill and estimated divestment or winding-up expenses.

#### **Foreign currency translation**

On initial recognition, foreign currency transactions are translated applying the exchange rate at the transaction date. Receivables, payables and other monetary items denominated in foreign currencies that have not been settled at the balance sheet date are translated using the exchange rate at the balance sheet date. Exchange differences that arise between the rate at the transaction date and the rate in effect at the payment date, or the rate at the balance sheet date are recognised in the income statement as financial income or financial expenses.

#### **Income statement**

#### Revenue

Revenue from sales of goods is recognised in the income statement when delivery and transfer of risk has been made and when it can be measured reliably. Revenue is recognised exclusive of VAT and net of discounts relating to sales.

#### Cost of sales

Cost of sales comprises cost of goods, freight, inventory write-downs, taxes and other delivery costs.

#### Other external expenses

Other external expenses include expenses relating to indirect production costs and expenses for premises, sales and distribution as well as office expenses, etc.

#### Staff costs

Staff costs comprise salaries and wages as well as social security contributions, pension contributions, etc for Group staff.

#### Depreciation, amortisation and impairment losses

Depreciation, amortisation and impairment losses relating to property, plant and equipment and intangible assets comprise depreciation, amortisation and impairment losses for the financial year, calculated on the basis of the residual values and useful lives of the individual assets and impairment testing as well as gains and losses from the sale of intangible assets as well as property, plant and equipment.

#### Other operating expenses

Other operating expenses comprise expenses of a secondary nature as viewed in relation to the Group's primary activities.

#### Income from investments in group enterprises

Income from investments in group enterprises comprises the pro rata share of the individual enterprises'

profit/loss after full elimination of internal profits or losses.

#### Other financial income

Other financial income comprises interest income on receivables from group enterprises, foreign currency transactions, amortisation of financial assets etc.

#### Other financial expenses

Other financial expenses comprise interest expenses, including interest expenses on payables to group enterprises, foreign currency transactions, amortisation of financial liabilities etc.

#### Tax on profit/loss for the year

Tax for the year, which consists of current tax for the year and changes in deferred tax, is recognised in the income statement by the portion attributable to the profit for the year and recognised directly in equity by the portion attributable to entries directly in equity.

The Parent is jointly taxed with all Danish subsidiaries. The current Danish income tax is allocated among the jointly taxed entities proportionally to their taxable income (full allocation with a refund concerning tax losses).

#### **Balance sheet**

#### Goodwill

Goodwill is amortised straight-line over its estimated useful life, which is fixed based on the experience gained by Management for each business area. The amortisation period ranges from 5 - 20 years for strategically acquired enterprises with a strong market position and a long-term earnings profile if the longer amortisation period is considered to give a better reflection of the benefit from the relevant resources. Goodwill is written down to the lower of recoverable amount and carrying amount.

#### Intellectual property rights etc.

Intellectual property rights etc comprise of development projects in progress which relate to the development of the Entity's new homepage and new external storage setup.

Development projects on clearly defined and identifiable processes, for which the technical rate of utilisation, adequate resources and development opportunity in the Group can be established, are recognised as intangible assets. Other development costs are recognised as costs in the income statement as incurred.

The cost of development projects comprises costs such as salaries and amortisation that are directly and indirectly attributable to the development projects.

Intellectual property rights acquired are measured at cost less accumulated amortisation. Patents are amortised over their remaining duration, and licences are amortised over the term of the agreement.

Intellectual property rights etc are written down to the lower of recoverable amount and carrying amount.

#### Property, plant and equipment

Tangible assets are measured at cost less accumulated depreciation and less any accumulated impairment losses.

Cost comprises the cost of acquisition and expenses directly related to the acquisition up until the time when the asset is ready for use.

Depreciation is based on cost less the expected residual value based on the useful lives of the assets.

The depreciation is calculated on a straight-line basis over the expected useful lives of the assets, which are:

Buildings	3-5 years
Other fixtures and fittings, tools and equipment	5 years
Leasehold improvements	2 years

Assets with a cost less than DKK 13,500 are expensed in the year of the acquisition.

Profit or loss from sale of property, plant and equipment is measured as the difference between the actual sales price less sales cost and the booked value. Profit or loss from sale of property, plant and equipment is recognised in the income statement under depreciation, amortisation and impairment losses.

#### Investments in group enterprises

The item "Investments in group enterprises" in the balance sheet includes the proportionate ownership share of the net asset value of the enterprises calculated on the basis of the fair values of identifiable net assets at the time of acquisition with deduction or addition of unrealised intercompany profits or losses and with addition of any remaining value of positive differences (goodwill) and deduction of any remaining value of negative differences (negative goodwill).

The total net revaluation of investments in subsidiaries, which is structured as ApS, A/S or similar, is transferred upon distribution of profit to "Reserve for net revaluation under the equity method" under equity. The reserve is reduced by dividend distributed to the parent company and adjusted for other equity movements in subsidiaries.

Upon distribution of profit or loss, net revaluation of investments in group enterprises is transferred to reserve for net revaluation according to the equity method in equity.

Subsidiaries with a negative net asset value are recognised at DKK 0. Any legal or constructive obligation of the parent company to cover the negative balance of the enterprise will be recognised in provisions. If the carrying amount of the negative equity value exceeds receivables, the remaining amount is recognised under provisions, to the extent that the parent company has a legal or actual obligation to cover the subsidiaries' obligations.

#### Inventories

Inventories are measured at the lower of cost using the FIFO method. Whenever cost exceeds net realisable value, cost is adjusted to the net realisable value.

The cost of goods for resale includes cost and other delivery expenses.

The net realisable value of inventories is calculated as the amount expected to be generated by sale in the process of normal operations with deduction of selling expenses and costs of completion. The net realisable value is determined allowing for marketability, obsolescence and development in the expected sales price.

#### Cash pool

The Company is part of a cash pool scheme with other companies within the Group. Consequently, a considerable portion of the Company's bank deposits and debt is included in receivables from group enterprises.

#### Receivables

Receivables are measured at amortised cost, usually equalling nominal value, less writedowns for bad and doubtful debts.

#### Prepayments

Prepayments comprise incurred costs relating to subsequent financial years. Prepayments are measured at cost.

#### Prepayments

Prepayments comprise incurred costs relating to subsequent financial years. Prepayments are measured at cost.

#### Cash

Cash comprises cash in hand and bank deposits.

#### Dividend

Extraordinary dividend adopted in the financial year is recognised directly in equity when distributed and disclosed as a separate item in Management's proposal for distribution of profit/loss.

#### **Deferred tax**

Deferred tax is recognised on all temporary differences between the carrying amount and the tax-based value of assets and liabilities, for which the tax-based value is calculated based on the planned use of each asset.

Deferred tax assets, including the tax base of tax loss carryforwards, are recognised in the balance sheet at their estimated realisable value, either as a set-off against deferred tax liabilities or as net tax assets.

#### **Operating leases**

Lease payments on operating leases are recognised on a straight-line basis in the income statement over the term of the lease.

#### **Other financial liabilities**

Fixed-interest loans, such as mortgage loans and loans from credit institutions, are recognised initially at the proceeds received net of transaction expenses incurred. Subsequently, the loans are measured at amortised cost; the difference between the proceeds and the nominal value is recognised as an interest expense in the income statement over the loan period.

Mortgage loans are measured at amortised cost, which for cash loans corresponds to the remaining loan.

Amortised cost of debenture loans corresponds to the remaining loan calculated as the underlying cash value of the loan at the date of raising the loan adjusted for depreciation of the price adjustment of the loan made over the term of the loan at the date of raising the loan.

#### **Deferred income**

Deferred income comprises income received for recognition in subsequent financial years. Deferred income is measured at cost.

#### **Cash flow statement**

The cash flow statement shows cash flows from operating, investing and financing activities as well as cash and cash equivalents at the beginning and the end of the financial year.

Cash flows from operating activities are presented using the indirect method and calculated as the operating profit/loss adjusted for non-cash operating items, working capital changes and income taxes paid. Cash flows from investing activities comprise payments in connection with acquisition of enterprises, activities and fixed asset investments as well as purchase, development, improvement and sale, etc of intangible assets and property, plant and equipment, including acquisition of assets held under finance leases.

Cash flows from financing activities comprise changes in the size or composition of the contributed capital and related costs as well as the raising of loans, and instalments on interest-bearing debt.

Cash and cash equivalents comprise cash and short-term securities with an insignificant price risk less shortterm bank debt.